

DATE: 1st October 2022

SMH Ref: SMH-WS-Q-2022-070-A03R01

ATTENTION:

Mr. Mustafa Syed
Contracts Engineer
Saudi Chevron Phillips Co. (S-Chem)
Jubail, Kingdom of Saudi Arabia
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Revised Techno- Commercial Proposal

Subject: Additional Services (Pumps and Fans) during TAM 2022
Customer Ref: RFQ# Email
Dated: 24th September 2022

Dear Sir,

Thank you very much for providing us an opportunity to quote for the subjected services.

We hereby submit our Techno-Commercial Proposal for "Additional Services (Pumps and Fans) during TAM 2021" as per **RFQ# Email** dated on 24th September 2022.

We hope our proposal suits your requirements, please do not hesitate to contact us for any further clarifications if required.

Assuring you of our best attention and prompt service at all times and look forward to your further instructions.

Thanks and Best Regards,



Raghu Raman

General Manager

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TECHNO-COMMERCIAL PROPOSAL

Subject: Additional Services (Pumps and Fans) during TAM 2022
Customer Ref: RFQ# Email
Dated: 25th September 2022

RESPONSIBILITIES:

• SMH Industrial Services Co. Ltd.

1. SMH shall perform the Scope of Work as described and detailed sow file received along with the RFQ# Email dated 24th September 2022. The services include access to the equipment and execution of all mechanical activities related thereto.
2. SMH shall provide competent supervisor, millwright technicians, foreman and related high-skilled and semi-skilled personnel who will ensure the smooth execution of the servicing requirement.
3. SMH shall provide continuous 12-hours coverage in 1 shifts to perform its required services.
4. SMH shall provide a small crew consist on 12 hours basis for 02 days who shall be responsible for the startup and commissioning assistance.
5. SMH shall ensure at all times to perform its jobs with utmost safety of personnel and equipment as its top priority and the job will be completed with the best quality within the stipulated timeframe.
6. SMH shall plan, schedule and track the daily shift-wise progress of the work activities based on SCHEM schedule ensuring timely completion and delivery of all the equipment.
7. SMH shall provide the mechanical tools and equipment like hand tools, laser alignment kits, gauges and other precision measuring tools as required to execute the job safely.
8. SMH shall also provide lifting tools such as rigging tools and safety harnesses etc. as required to facilitate the servicing of the machinery.
9. SMH shall make available necessary consumables, however, all special consumables to be provided by SCHEM.
10. SMH shall provide Safety Officers as per SCHEM standard.
11. SMH shall provide basic Personal Protective Equipment (PPE) for all its personnel, any special PPE need to be arranged by SCHEM.
12. SMH shall arrange Shims, Wooden Pellets and Blocks & Plywood.
13. SMH shall practice good house-keeping and shall ensure the cleanliness and orderliness within its temporary facility area and at the job site.
14. SMH shall also provide daily activity report in brief for SCHEM review.
15. SMH shall submit final detailed overhauling reports of the job carried out in soft copy and as well as hard copy within one month from the date of job completion to SCHEM.

• SCHEM

1. Confirmation of job award in writing either by fax or mail, before any mobilization in the form of Purchase Order, Service Order, Letter of Award, etc. clearly accepting the quotation terms and conditions.
2. Any Major findings on rotor after Initial inspection will be charged additional and window for rotor refurbishment will be increased.

3. SCHEM shall support for Mess facilities, Toilet Facilities inside the plant.
4. SCHEM shall conduct necessary briefing on HSE Procedure for all assigned SMH personnel.
5. SCHEM shall provide Permit Receivers, Fire Watchmen and Standby Man/Manhole Watchman for the execution of work.
6. SCHEM shall provide adequate space located near the plant site to serve as lay-down area for SMH tool container.
7. SCHEM shall provide access to its utilities namely Air, Water and Electricity as required by SMH for performing the activities.
8. SCHEM shall Provide Mobile / EOT Crane along with rigger for overhauling activities whenever required.
9. SCHEM shall provide all required Lifting plans and Rescue plans.
10. SCHEM shall provide all required Spare Parts for overhauling.
11. SCHEM shall provide all Special Tools required for overhauling of equipment.
12. SCHEM shall provide Access platforms and Scaffoldings as necessary for all equipment in coordination with SMH.
13. SCHEM shall be responsible for insulation Activities i.e. removal & re-installation.
14. SCHEM shall be responsible for all type of instrument probes removal, Installation & calibration services.
15. SCHEM shall be responsible for system blinding/de-blinding services, however, SMH shall perform equipment blinding/de-blinding. SCHEM shall provide blinds and gaskets as required.
16. SCHEM shall take care of all Static and Electrical jobs if any.
17. SCHEM shall be responsible for down cooler inspection & repair activities, only SMH will remove & install the blow down cooler.
18. SCHEM shall provide OEM manual and drawings of all equipment involved in shutdown for execution of job.
19. SCHEM shall confirm additional works with a firm PO or may confirm in writing via email/fax by the Contracts Department prior to its execution.
20. SCHEM shall issue the Completion Certificate upon successful completion of Work.
21. SCHEM shall be responsible to provide all the NDT services.

• **WORK DURATION:**

➤ Pre-Shutdown:	01 Days	}	12 hours / Shift
➤ Mechanical Spanner Days:	18 Days		Day Shift: 06:00 AM to 06:00 PM
➤ Startup Assistance:	02 Days		

(The work duration is suggested considering that there shall be no delay on the delivery of materials, spare parts, Instructions, Information and /or services from client and that no emergent work or unforeseen conditions at the time of execution shall arise which can affect the overall timeline of any or all of the activities.)

• **SCOPE OF WORK:**

S. No	EQPT. Tag No.	EQPT. DESCRIPTION	SCOPE OF WORK
1	42P83	Pellet water pump	- Pump inspection. - Inspect the coupling. - Replace the bearing oil. - Replace Mechanical Seal and Bearings.
2	43P83		
3	44P85	44V80- Die Plate Hydraulic Pump	44P85 Pump Replacement - Replace coupling spider.
4	44P86	44V80- Die Plate Knife Hydraulic Pump	44P86 Pump Replacement - Replace coupling spider.
5	44P83	44V80- Pellet Water Pump	- Replace mechanical seal and bearings (Overhaul) - Inspect the coupling. - Replace the bearing oil.
6	44P87	44V80E- Hydraulic Oil Pump	- Hydraulic unit DAV/SC - Replace the hydraulic pumps. - Replace of oil filter. - Replace hydraulic oil - Replace coupling spider. - To replace the accumulator seal and charge the accumulator with N2 bottle required instrument crew support (Please refer SPCo-SP- 2500 Line Item) - Inspect the coupling. - Replace the bearing oil.
7	42P85	DIE PLATE HYDRAULIC OIL PUMP	- Replace in kind. - Replace coupling spider.
8	43P85		
9	42P86	DIE PLATE KNIFE HYDRAULIC OIL PUMP	- Replace in kind. - Replace coupling spider
10	43P86		
11	42P90	SPC/DAV HYDRAULIC OIL PUMP	Replace in kind
12	43P90		
13	44S86	44V80- EXTRUDER PELLET SCALPING SCREEN	- Replace the Screens, - Replace the slides Bearings, - Gearbox overhaul by vendor (by Refurbished one from vendor workshop) - Change the belt in kind. - Replace Inlet and Outlet Sleeves. - Replace Neoprene balls. - Replace Draglinks Assembly

14	44K84	44V84- Pellet Dryer Exhaust Fan	- Dismantle the fan hood, inspect the Fan and replaced if needed (with warehouse stock). - Fan suction line need to be inspected and perform water wash if fines deposited.
15	42K84	Pellet Dryer Exhaust fan	- Dismantle the fan hood. - Inspect the Fan and replace if needed (with warehouse stock).
16	42K85		
17	43K84		
18	43K85		
19	42S86	scalping screen	- Replace Screens, slides Bearings - Replace Gearbox , - change belt. - Replace inlet and Outlet Sleeves - Replace Neoprene balls. - Replace Draglinks Assembly.
20	43S86		
21	42XM80 1&2	Extruder Motor	Hub removal and installation
22	43XM80 1&2		
23	44XM80 1&2		

NOTES:

- Any change in the schedule after the issuance of PO, has to be confirmed from SMH side for availability in the revised schedule dates.
- SCHEM shall intimate SMH, equipment handover dates via email ASAP.
- If SMH manpower and equipment are held up at site due to any reason not attributable to SMH beyond the above stipulated schedule then the same shall be charged extra based on unit rates as provided in Annexure-1 in Commercial Proposal.
- Due to ongoing COVID-19 issue, it is highly expected that there will be limitations on work as per latest Govt. Regulations during Curfew, Friday/Saturday, however, any delays due to such Rules and Regulations which are beyond control of SMH shall be considered unaccountable and informed to SCHEM well in advance
- Any observation or issues found during the job progress shall be reported to SCHEM immediately. SMH shall not take any action unless SCHEM approval/clearance.
- Any job that arises during the execution not specifically mentioned in initial SOW, which becomes necessary for completion of activities will be quoted as additional job and shall be executed upon Client's confirmation.
- Any part or component repair/ refurbishment work including Engineering, Drafting, Specialist processes, machining, welding etc. which may be found necessary as a result of inspection during execution, unless specifically mentioned in the SOW shall be responsibility of the client. However, in case if such jobs are required to be performed by SMH then additional cost at actuals plus handling charges with actual timelines shall be provided for SCHEM approval. Also in such a scenario if SMH resources need to be kept idle at the site during this repair/refurbishment phase shall be charged on a unit rate basis as provided in Commercial Proposal.

8. Any In-situ Machining, Drilling, tapping if arises during the dismantling of specific components or which requires any Third Party Specialized Services, which is not a part of Standard Maintenance Procedures, shall be Client's responsibility. However, in case if such jobs are required to be performed by SMH then additional cost at actuals plus handling charges with actual timelines shall be provided for SCHEM approval.
9. Any scope deletion or equipment is removed from original SOW after mobilization shall not be considered and charged in full for the deleted equipment/scope. If it is decided post-award of PO but before site mobilization then Cancellation Clause mentioned in Commercial Proposal shall be applicable.

QUOTATION PRICE:

Sr.#	Description	Total Amount (SAR)
1	Additional Services (Pumps and Fans) during TAM 2021 (23 Equipment)	671,963.00
2	Hydro jetting crew (One Unit on Lump sum)	
3	Bolt Torqueing crew (One unit 18 days / 01 Shift)	
Total Lump Sum Amount		671,963/-
Amount In Words: Saudi Riyals Six Seventy One Thousand Nine Sixty Three Only		

I. General Terms:

1. This quotation is valid for 30 days from the date of quotation.
2. This quotation is issued without any obligations and any resulting order is subject to review for acceptance.
3. This quotation is based on the data gathered and received from client as well as the notation and observation made by our technical representatives during the site visit. Any changes to the conditions of the equipment thereafter or at the time of your acceptance of this offer shall allow us to re-evaluate our proposal, if necessary.
4. Any future enhancement in the scope of work as may be required or as per request by the client shall be charged separately. Such requests shall be communicated officially, in email or documented as an addition or amendment to the PO prior to execution.
5. SMH reserves the right to plan the equipment and personnel necessary to carry-out its scope of work without causing any delay to the job schedule. Allotment of crew and equipment will be as per SMH plan.
6. This quotation is submitted considering normal situation however in the event of any force majeure situation such as acts of God viz. floods, earthquakes, declared medical emergencies etc. or strikes or acts of War reasonably beyond our control and not able to perform its obligations then SMH shall not be liable for any damages to the client resulting from such failure to perform the project.

II. Payment Terms:

1. 100% within 30 days from date of submission of invoice, by cheque/TT to our account.
2. Value Added Tax shall be applicable extra at actuals at the time of invoicing
3. No provision is made for retention or proposed price exclude any form of duty or any other taxes or levy which would be for account of customer.

III. Liability Terms :

1. In no event SMH shall be liable for any consequential, incidental, indirect or special damages including loss of use, loss of data, loss of profit or revenue, cost of capital, cost of substitute equipment, facilities or services, downtime cost, whether directly or indirectly, incurred by customer with respect to the Services.
2. In no event SMH's liability to Customer shall exceed the contractual price of the Services.
3. SMH's maximum liability for defective service shall be limited to the cost of re performing the defective service and under no circumstances shall the cost exceed the amount of this service contract.

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